

REDDEN TO GO TO EUROPE



General Sales Manager Charles F. Redden, of the Maxwell Motor Company, has booked passage for Europe and will sail from New York on June 15 for Liverpool. After spending several days in that city he will go to London and carefully analyze the automobile situation in Great Britain. A number of Maxwell district managers are expected to accompany him. He is pointing out, after Mr. Redden, will successively visit France, Germany, Italy and Russia. In each of these countries the Maxwell sales manager will make an exhaustive study of the automobile situation, appointing, as in England, district managers and supervisors.

FRANKLIN SHOWS INCREASE

Franklin business has increased 51 per cent since the Franklin Six-Thirty was introduced. The six-thirty, which appeared in 1912, has shown the same following months, up to April 30, 1914, show this increase over the same period of the previous year. When the Franklin began the manufacture of the Six-Thirty all other models were discontinued. The Six-Thirty is the model which made the phenomenal mileage record of 32.3 miles on a gallon of gasoline, an average made on the first of May in ninety-four different cities.

ST. LOUIS GETS F. A. M. MEET

St. Louis, Mo., has landed the 1914 National Convention of the Federation of American Motorcyclists, which is to be held July 15, 16, 17 and 18. Committees on touring, finance and entertainment have been appointed and arrangements for the big meet will be pushed rapidly forward.

One of the leading tours which will this year be made by the convention city will be an endurance run of old-time riders, which will start from Chicago. This tour will be made up of men who took an active part in the runs in the early days of the organization, and many of whom are now legends of motorcycle concerns. No one who has ridden in convention tour since 1910 will be permitted to take part in this veterans' run.

A number of other tours will also be organized, starting from different parts of the country and centering in St. Louis. One of the longest of these is the run being planned by the San Francisco Motorcyclists Club to attend the national assembly.

Definite plans for the entertainment of the delegates to the meet have not yet been completed, but St. Louis has one of the most active motorcycle clubs in the country, and all riders who gather there for the 1914 meet are assured a roving good time. A number of F. A. M. motorcycle championships will be run on the excellent dirt track at the Missouri capital.

MORE ECONOMY TESTS

In a number of economy tests recently made by motorcyclists in various parts of the country, unusual results were obtained by some of the new cars. At Stockton, Cal., Will Rindel rode his motorcycle 100 miles on a gallon of gasoline, while Ed Perkins got 152 miles out of his machine, using the same amount of fuel. Clinton & Hofer, of Los Angeles, produced results showing that they made 117 miles on a seven-horsepower chain drive motorcycle. And O. E. Evans and J. Roy Hoskinson, of Dayton, Ohio, made a gallon of gasoline carry them 103 and 104 miles respectively.

MOTORCYCLE NOTES.

The first annual picnic of the Quincey (Ill.) Motorcycle Club was attended by about thirty-five riders. The girls riders took part in the run to the picnic grounds.

In a recent membership campaign, twenty-eight riders were affiliated with the motorcycle club of Rochester, N. Y.

September 9 and 10 is the date set for the 450-mile endurance run of the Oakland (Cal.) Motorcycle Club.

There are now 27,687 riders affiliated with the Federation of American Motorcyclists.

In three weeks of service as a motorcycle officer, C. B. Arthur made the city of Topeka, Kas., his more than his month's salary.

The annual convention of the State Federation of American Motorcyclists of Ohio will be held at Dayton, June 26 to 28. A number of events are being arranged for the entertainment of the motorcyclists, including a hill-climbing contest at Port Ancient.

J. J. Herwick and wife and son have started on a three weeks' motorcycle tour of California.

In Vale, Wis., motorcycles are very popular with the farmers, for delivering milk to the creameries.

Road Superintendent Jones, of Pottsville, Pa., has asked the county commissioners for a motorcycle to enable him to make trips about the country in the interest of the road work.

On June 27 Joe Esler, of Quincy, Ill., and John E. Hoag, of Kansas City, will start on a 21,000-mile motorcycle tour of the world.

London, Paris, Berlin, Rome, Cairo, Athens, South America and Australia are included in the itinerary of J. H. Cooper, of Akron, Ohio, who has just started on a motorcycle world-tour.

A motorcycle officer has been appointed to patrol the mountain roads near Denver and enforce the speed regulations.

HOLD FOLIAGE FUNFEST

One Hundred and fifteen motorcyclists of Indianapolis, Ind., followed the trail laid out by G. H. Westing for his annual Foliage Funfest Run. The trail led out past Fort Benjamin Harrison to Ben Hur Park, about eighteen miles from the Hoosier capital. Here the riders enjoyed an elaborate luncheon furnished by Westing, spent the afternoon in a variety of competitive events and then chugged back into the city.

PLANS 32-STATE TOUR

Walter F. Walker, of Bridgeport, Conn., is making a motorcycle business tour which will cover thirty-two States. He is representing a motorcycle accessories company, and by riding the two-wheeler himself, he is able to easily demonstrate to his prospects the value of the appliances. Walker has a sidecar attachment to his motorcycle in which he carries supplies.

BUSINESS IS BUSINESS.

Gross earnings of the Western Union Telegraph Company forms one of the best barometers of the course of general business in this country. It is interesting for this reason to note that for the first four months of the current year, the period ended April 29, gross income of this telegraph system showed a comparative decline of 11.2 per cent, or at the rate of a comparative loss of \$750,000 a year. Coming on top of 10 per cent to 15 per cent expansion per month during 1912 and 1913, this decrease is not surprising. At the same time it is the first downward course of Western Union gross income in several years, and its cause is laid to the general business situation. However, the trend of earnings has been turning, and it is understood that preliminary figures for May promise a gain in the gross receipts for that month of about 5 per cent.

ENCOURAGING FACTORS.

Pittsburgh, Pa., June 13.—While actual business in the steel market shows but little increase, more encouragement is expressed by the producers than for some time. This has been induced by some railroad buying and the rising of equipment orders. The industry is further influenced optimistically by the hope that a favorable decision in the railroad rate case will come within a few weeks. Prices for steel are at present on a level with the low quotations prevailing in 1913, the year the Republic Iron and Steel Company started the downward price movement, which took the average of leading products to the lowest point since the organization of the Steel Corporation. On the same basis, the average at present is 2 cents lower than at that time. The average price of the seven leading steel products is at present \$30.83-1 per ton, compared with \$32.70 for the low in 1911. It is understood that few, if any, of the independent steel companies are making any profit, and the Steel Corporation is making but little. Under these conditions, and with consumers' stocks very low, it is believed that an early improvement is to be expected.

DESTRUCTIVE INSECTS: HOW TO GET RID OF THEM

Demonstrator and County Agent Hunter Wants to Help Suffering People—Just Call on Him.

The interesting information below is worthy of attention: Kindly publish in the Industrial Section the following, as it may help many who are troubled with plant lice and other insects on roses and many other plants and flowers. Very few seem to have a clear understanding of the use and purpose of the various sprays or even the proper method of their application.

Insecticides are classified as internal or stomach poisons and external or contact poisons. The former kill by being eaten with the insects' food and the latter by contact with the bodies of the insects, usually by clogging their breathing pores. Among the standard contact poisons especially valuable for aphides or plant lice, leaf hoppers, plant bugs, leaf bugs and small sucking insects generally, kerosene emulsion is the best known and until recently has been the most used. The addition of different forms of soaps, such as whale-oil or fish-oil, soap, nicotine preparations and others, add to the efficiency of the emulsion for purposes of spraying most forms of insects which have been mentioned. Whatever solutions are used are diluted with water before spraying. Emulsions are especially valuable when infested plants are small, and, to be of the greatest service, must be applied on the first appearance of the insects and repeated as necessary.

Kerosene soap emulsion is prepared by combining two gallons of kerosene, two pounds of whale-oil or other soap and one quart of soft soap, with one gallon of water. The laundry soap, if dry, is shaved and dissolved in boiling water and then poured away from the fire while still boiling hot into the kerosene. The mixture is then churned rapidly for from ten to twenty minutes, pumping the liquid back upon itself by means of a force pump and direct discharge nozzle, throwing a strong stream. At the end of this time the mixture will have become of the consistency of thick cream. Properly prepared, an emulsion will keep throughout a season, and should be diluted only as needed for use. For most species of sucking insects the staple emulsion should be diluted with from ten to twenty parts of water. In the preparation of kerosene emulsion a force pump is a necessity, since if not made according to directions a perfect emulsion is not formed. There is then danger of injury to the plants by the kerosene, as also useless waste of material. There is danger, also, if the insecticide is not applied by means of a fine nozzle in the form of a spray, which should be fine and mist-like or like a dense fog. It should be sprayed only for a period long enough to cover the plants, other-

wise the liquid forms into globules and runs off.

Where unskilled labor is employed, for example in the South, the operators should be carefully instructed as to the difficulties and intricacies in spraying, otherwise the emulsion spray may fall on the leaves until it drips off in large drops, causing the ground beneath to become soaked. As a result delicate plants, when exposed to direct sunlight, may be seriously injured. Where the poorest class of laborers only are available, whale-oil soap and other solutions containing no kerosene are preferable.

For further information in regard to sprays for fruit trees, grape vines, etc., for this season, to destroy insects, prevent the various fungus diseases, such as mildews and rot of grapes and apples, as well as the proper sprays for vegetables, or if there is anything the matter with your crops, trees, vines, ornamentals or flowers, write to:

J. C. HUNTER, Farmers' Demonstration Agent, 714 West Broad Street, Richmond.

GREAT IS COKE PRODUCTION.

Figures Show Large Increase in Work of Coke-Making Plants.

All records in coke production were broken in 1913, according to a statement by Edward W. Parker, of the United States Geological Survey, the output being 19,311,329 short tons, valued at \$123,551,430. This is an increase over the 1912 output of 17,277,779 tons in quantity and \$17,146,317 in value. Of the 1913 production, 33,596,669 tons were made in beehive ovens and 12,714,709 tons, or 27.4 per cent, in retort or distillation ovens, where all the by-products—tar, gas, ammonia, etc.—are saved. The increase in production of by-product coke was over twice as large as the increase in beehive coke.

The principal increase in by-product coke production in 1913 was in Alabama, where the gain was nearly 50 per cent, from 1,349,797 tons in 1912 to 2,022,595 in 1913. The increase in Pennsylvania was nearly one-third, from 1,974,619 tons in 1912 to 2,623,680 tons in 1913. Indiana showed an increase of 110,636 tons, and Illinois of 94,669 tons.

A large part of the coal used in by-product ovens in States that do not produce coking coal was obtained from West Virginia mines. Mr. Parker estimates that the quantity of West Virginia coal made into coke outside of the State was 5,800,000 tons. The quantity of coal made into coke in

West Virginia was 4,624,251 tons, and the quantity of coke produced therefrom was 2,472,752 tons. If all the coke made from West Virginia coal were credited to that State it would amount to about 7,750,000 tons.

IMPROVEMENT SHOWN.

Fewer Business Failures and Less Money Being Lost.

Once again the failure record for the United States discloses progressive improvement, commercial defaults during May, as reported to R. G. Dun & Co., making the best exhibit of the year from a numerical standpoint, and also showing some contraction as compared with the corresponding period of 1913. Thus, there were 1,221 business reverses last month, as against 1,336 in April, 1,161 in March, 1,505 in February and 1,357 in January, while in May, a year ago, 1,216 concerns were forced to suspend. All of the decrease from 1913 was confined to the trading class, in which the losses numbered 812 in comparison with 885, manufacturing insolvencies, on the other hand, were slightly larger—322 against 313 and among agents, brokers and firms of a similar character there were no less than sixty-six failures, or twenty-one more than last year. In respect to the indebtedness involved, the total was again above normal, \$23,447,496 considerably exceeding the \$16,862,804 reported in May, 1913, and also being the highest amount shown in the present year, with the single exception of January. Yet, chief significance attaches to the number of suspensions rather than to the aggregate liabilities, and it is gratifying that in the former connection the mercantile death rate is diminishing, especially since more new enterprises are constantly being launched.

FACTS FROM AFRIC.

Brieflets of an Industrial Character That Came From All Over the World.

The Netherlands last year exported goods valued at \$2,239,984. Efforts are being made to revive the silk industry in Valencia, Spain. Ceylon is endeavoring to produce enough sugar for home consumption. In 1913 Russia imported 719,700 bales of raw cotton, valued at \$1,550,000. Friends' Select School, Philadelphia, is now in its 25th year of activity. Chile sold \$29,718,968 worth of nitrate of soda to the United States in 1913.

Southampton has spent \$25,000,000 in development of docks and harbor facilities. French dairymen are experimenting with cocoa shells as fodder for their cattle. The British Columbia Labor Commission has recommended a Saturday half-

holiday for all stores. A lens built in France for a new 946,000-candlepower lighthouse in Hawaii is expected to project the light forty miles.

Nineteen States now require an examination in agriculture to be passed before a teacher may obtain a certificate to teach. In 1913 the United States produced mica valued at \$436,000, to which North Carolina contributed \$267,913. In 1913 Missouri produced 253,460 tons of lead concentrates, valued at \$1,124,137.

Strawberry-growers in Tanninobah

Parish marketed this season 307,349 crates, or 1,921 carloads, of berries, valued at \$1,000,000.

A hat such as is worn by Mexicans may cost anywhere from 5 cents to \$500. The better ones weigh from six to eight pounds, and carry many dollars' worth of silver and gold trimmings.

Portland, Me., has lost one of its largest historical trees. It stood on Benedict Arnold's trail, and was more than 100 years old. It measured four feet three inches across the butt.



Urban and interurban men find the Ford a faithful friend. For the quick trip into town—for the leisurely ride through country-side—for business—for pleasure—anywhere—everywhere—the Ford serves best. And it's light, right, dependable and economical—besides the Ford service always.

\$500 for the runabout; \$550 for the touring car and \$750 for the town car—f. o. b. Detroit, complete with equipment. Get catalogue and particulars from Kaehler Motor Co., Broad and Ryland.

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Don't Delay

Get your Overland today.

Every day you wait is just twenty-four hours wasted. And the yesterdays never come back.

If you want to play this summer—enjoy the whole summer. Don't cut your pleasure in half.

Delaying never helps matters. On the contrary it hinders.

Waiting cannot save you money. On the contrary it costs you money.

Last season between 5,000 and 10,000 people waited. But unfortunately they waited just a little bit too long. For when they finally did place their order—all the Overlands were gone. Consequently they were forced to either pay a much higher price for some other car—or go without an Overland. Don't you

be among the 5,000 or 10,000 disappointed people this year.

Remember—the Overland has the longest wheel base; the most powerful motor; the largest tires; the finest equipment, and is the most thoroughly and most carefully manufactured car, for the price, on the market.

The Overland is the world's renowned economy car. It costs the least to purchase and also the least to maintain. And it gives you everything you want in a car—power, speed, beauty, comfort, style, and practically every useful convenience ever invented for an automobile.

That's why we are delivering over 5,000 cars a month, right now!

Better telephone our dealer. Get your Overland today. Don't delay.

OVERLAND MOTOR CO., Distributors, 114 W. Broad St.

The Willys-Overland Company, Toledo, Ohio

\$950 Completely equipped. \$1075 with electric starter and generator.

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Electric head, side, tail and dash lights
Storage battery

35-horsepower motor
33 x 4 0. D. tires
114-inch wheelbase

Mohr's top, curtains and boot
High-grade speedometer

Clear-vision, rubber-tyres, windshield
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The name "Kelly-Springfield" has identified the best in tires since rubber was first applied to wheels. You can depend upon the quality of

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for your car just as drivers have depended upon it for their carriages during the past fourteen years.

Let us equip your cars with Kelly-Springfield tires for the sake of your comfort and for the sake of keeping down the up-keep.

Let your next tire be a Kelly-Springfield.

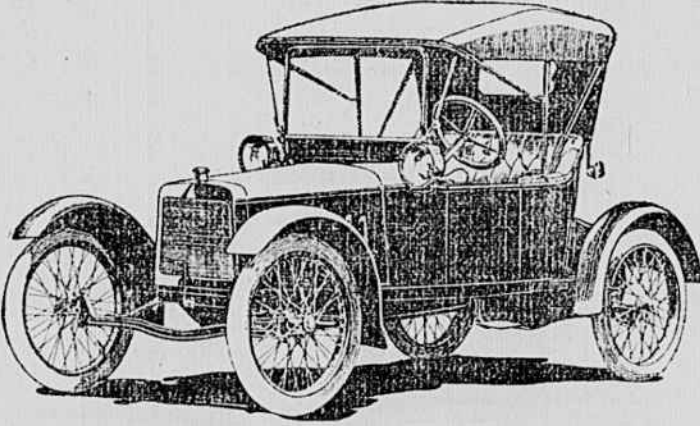
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SAXON \$395



The price of \$395 includes top, windshield, lamps and tools.

The Saxon Car will be handled in Richmond and vicinity by the Lloyd Motor Company.

This is the car that drew the biggest crowds at the New York, Chicago and other motor shows. It is the talk of the motor world—a real automobile at \$395.

The Saxon is a well-designed, thoroughly up-to-date, two-passenger automobile with simple but standard design; light weight; low upkeep (many owners average more than 35 miles per gallon of gasoline); standard tread; 4-cylinder, 15 horsepower; CONTINENTAL motor of special Saxon design; economy streamline body and other standard motor car features.

It has 36-inch wheelbase; standard tread; shaft drive; sliding gear transmission; semi-floating rear

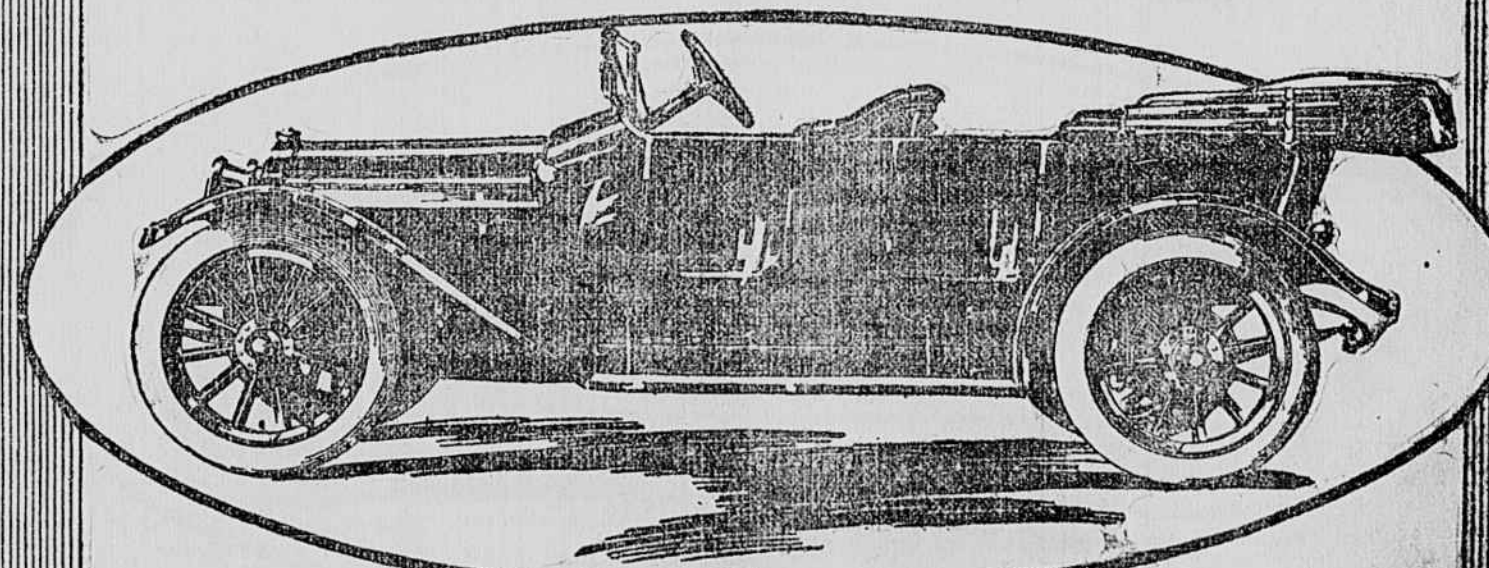
axle; automatic spark control; cellular radiator; vacuum steel springs; left hand drive, with centre control. It is built by a strong organization of experienced automobile men, soundly financed and ably managed.

The Saxon is not a cyclecar, but a genuine automobile. It is first to offer all the essential features of standard motor car practice at a price under \$500.

Let us arrange for a demonstration in the Saxon—the car for you.

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